

PRODUCERS' QUESTIONNAIRE
CERTAIN CIRCULAR WELDED CARBON QUALITY LINE PIPE
FROM CHINA, KOREA, AND MEXICO

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than March 17, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning certain circular welded carbon quality line pipe ("line pipe") from China, Korea, and Mexico (invs. Nos. 731-TA-1073-1075 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm produced line pipe (as defined in the instruction booklet) at any time since January 1, 2001?

☐

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

()

Phone

()

Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Do you support or oppose the petition? Please explain.

☐ Support ☐ Oppose ☐ Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determinations in the investigations are affirmative and antidumping duty orders are issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petitions to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petitions public and allow inclusion of your firm on that list, indicate "yes" below.

☐ Yes ☐ No (that is, I do not wish my position on the petitions to be made public)

PART I.--GENERAL QUESTIONS--Continued

I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing line pipe from China, Korea, and/or Mexico into the United States or which are engaged in exporting line pipe from China, Korea, and/or Mexico to the United States?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of line pipe?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Mary Messer (202-205-3193).
Supply all data requested on a calendar-year basis.

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
 Name and title

 Phone No.

 E-mail address

PART II.--TRADE AND RELATED INFORMATION--Continued

II-2a. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of line pipe since January 1, 2001?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

II-2b. In addition, please discuss the impact of the following developments with respect to your firm's line pipe operations (1) during 2001 - 2003 and (2) since December 31, 2003:

- (I) The imposition, modification, and termination of the U.S. safeguard action on line pipe;
- (II) The imposition, modification, and partial termination of the U.S. safeguard action on welded pipe other than OCTG and line pipe;
- (III) The imposition, modification, and partial termination of the U.S. safeguard action on flat-rolled steel;
- (IV) Changes in the availability and prices of direct inputs (e.g., hot-rolled steel) and upstream materials (e.g., steel scrap); and
- (V) The closure or relocation of line pipe capacity in the United States generally as well as on a regional basis.
- (VI) Demand trends among key end users; and/or
- (VII) Changes in international freight rates.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm produce other products on the same equipment and machinery used in the production of line pipe?

☐ No

☐ Yes--Provide the following information.

Basis for allocation of capacity data (e.g., production): _____

Item	2001	2002	2003
Annual capacity for all products (<i>short tons</i>)			
Production (<i>short tons</i>): Subject line pipe products			
Standard/structural pipe ¹			
Large diameter line pipe ²			
OCTG			
Other ³			
All products			
¹ Welded standard/structural pipe 16 inches or less in outside diameter. ² Welded line pipe greater than 16 inches in outside diameter. ³ Please describe: _____			

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce line pipe?

☐ No

☐ Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Standard/structural pipe	_____	Oil country tubular goods	_____
Large diameter line pipe	_____	Other	_____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-6. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of line pipe?

☐ No ☐ Yes--Name firm: _____

II-7. Does your firm produce line pipe in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): _____

II-8. Since January 1, 2001, has your firm imported line pipe?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

PART II.--TRADE AND RELATED INFORMATION--Continued

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of line pipe in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in short tons, value in \$1,000)			
Item	Calendar Years		
	2001	2002	2003
AVERAGE PRODUCTION CAPACITY¹ (quantity)			
BEGINNING-OF-PERIOD INVENTORIES (quantity)			
PRODUCTION (quantity)			
U.S. SHIPMENTS:			
Commercial shipments:			
Quantity of commercial shipments			
Value of commercial shipments			
Internal consumption:			
Quantity of internal consumption			
Value ² of internal consumption			
Transfers to related firms:			
Quantity of transfers to related firms			
Value ² of transfers to related firms			
EXPORT SHIPMENTS:³			
Quantity of export shipments			
Value of export shipments			
END-OF-PERIOD INVENTORIES⁴ (quantity)			
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)			
U.S. SHIPMENTS TO END USERS (quantity)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (1,000 hours)			
WAGES PAID TO PRWs (value)			
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). 			
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below: 			
³ Identify your principal export markets: _____ ⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

PART II.--TRADE AND RELATED INFORMATION--*Continued*

- II-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-11. Profile of line pipe shipments: Please report the share (in percent) of your firm's total 2003 U.S. shipments (based on quantity) that was sold as indicated below.

A. By certification:

_____ percent	Stenciled to meet <i>only</i> API specifications
_____ percent	Stenciled to API & ASTM specifications (_____ % used in standard applications)
_____ percent	Not stenciled to any specification (describe _____)
_____ percent	Other (describe _____)*
100 percent	* "Other" might include welded pipe of a kind produced in accordance with API specifications and used for oil and gas pipelines, but stenciled solely to a non-API certification (e.g., ASTM).

B. By grade:

_____ percent	A and A-25
_____ percent	B and X-42
_____ percent	X-46-52
_____ percent	X-60-70
_____ percent	X-80 and above
_____ percent	Other (describe _____)
100 percent	

C. By size:

_____ percent	Less than or equal to 4.5 inches in outside diameter
_____ percent	Greater than 4.5 inches but less than or equal to 10.75 inches in outside diameter
_____ percent	Greater than 10.75 inches but less than or equal to 16 inches in outside diameter
100 percent	

D. By end finish:

_____ percent	Plain end / square cut
_____ percent	Beveled
_____ percent	Threaded or threaded & coupled
_____ percent	Other (describe _____)
100 percent	

E. By surface finish:

_____ percent	Bare
_____ percent	Lacquered
_____ percent	Galvanized
_____ percent	Other (describe _____)
100 percent	

F. By length:

_____ percent	Single random lengths (approximately 20 feet)
_____ percent	Double random lengths (approximately 40 feet)
_____ percent	Triple random lengths (approximately 60 feet)
_____ percent	Other (describe _____)
100 percent	

PART II.--TRADE AND RELATED INFORMATION--Continued

II-12. Other than direct imports, has your firm otherwise purchased line pipe since January 1, 2001?
(See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.¹

(Quantity in short tons, value in \$1,000)			
Item	Calendar years		
	2001	2002	2003
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--			
CHINA:			
Quantity			
Value			
KOREA:			
Quantity			
Value			
MEXICO:			
Quantity			
Value			
ALL OTHER COUNTRIES:			
Quantity			
Value			
PURCHASES FROM DOMESTIC PRODUCERS:²			
Quantity			
Value			
PURCHASES FROM OTHER SOURCES:²			
Quantity			
Value			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.			
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.			

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to John Ascienzo (202-205-3175).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
 Name and title _____

 Phone No. _____ E-mail address _____

III-2. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the periods for which data are being reported, explain below:

III-3. Accounting basis.--The financial records of your firm are prepared on the basis of:

☐ GAAP ☐ Tax ☐ Cash ☐ Other (specify) _____

III-4. Reports and statements.--Did your firm or your parent prepare any of the statements or documents listed below during the period of the investigations? If so, please submit copies of them along with your completed questionnaire unless they are available on the World Wide Web (including the Securities and Exchange Commission's EDGAR site).

My firm or parent does ____ or does not ____ prepare financial statements (annual reports, 10-K's). Are the above documents available on the World Wide Web?

	YES	NO
At the SEC's EDGAR site?		
At some other site? (WWW address _____)		

My firm or parent does ____ or does not ____ prepare internal profit-and-loss reports on line pipe operations which indicate the cost of production of line pipe.

My firm or parent does ____ or does not ____ prepare internal reports indicating the cost of production of line pipe.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced line pipe, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Standard/structural pipe _____		Oil country tubular goods _____	
Large diameter line pipe _____		Other _____	

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on line pipe--Report the revenue and related cost information requested below on the line pipe your firm produced in its U.S. establishment(s).¹ Do not report resales of purchased line pipe. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact John Ascienzo at (202) 205-3175.

(Quantity in short tons, value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Net sales quantities:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales quantities			
Net sales values:²			
Commercial sales			
Internal consumption			
Transfers to related firms			
Total net sales values			
Cost of goods sold (including internal consumption and transfers to related firms):			
Raw materials			
Direct labor			
Other factory costs			
Total cost of goods sold			
Gross profit or (loss)			
Selling, general, and administrative (SG&A) expenses:			
Selling expenses			
General and administrative expenses			
Total SG&A expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expense items			
All other income items			
All other income or expenses, net			
Net income or (loss) before income taxes			
Depreciation/amortization included above			
See footnotes on next page			

PART III.--FINANCIAL INFORMATION--ContinuedIII-6. Operations on line pipe.-- Continued.

Footnote 1 – Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

Footnote 2 – Less discounts, returns, allowances. Note that the quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. If your firm sells to its customers on a delivered basis, delivery costs should be included in sales revenue and within costs as an operating expense (EITF 00-10). Provide a breakout here of delivery costs for each of the three fiscal years (in thousands of dollars):

FY01 _____ FY02 _____ FY03 _____

Also, state where delivery costs are classified in this grid (e.g., other factory costs or selling expense) _____.

III-7. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on line pipe. Provide data for your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Item	Fiscal years ended--		
	_____	_____	_____
Capital expenditures			
Research and development expenditures			

III-8. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of line pipe from China, Mexico, and/or Korea?

☐ No☐ Yes--My firm has experienced actual negative effects as follows:Cancellation, postponement, or rejection of expansion projects ☐Denial or rejection of investment proposal ☐Reduction in the size of capital investments ☐Rejection of bank loans ☐Lowering of credit rating ☐Problem related to the issue of stocks or bonds ☐

Other (specify) _____

III-9. Does your firm anticipate any negative impact of imports of line pipe from China, Mexico, and/or Korea?

☐ No☐ Yes--My firm anticipates negative effects as follows:

PART III.--FINANCIAL INFORMATION--Continued

III-10. Asset values.--Report the total assets associated with the production, warehousing, and sale of line pipe. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your inventory value should reconcile with the inventory quantity data reported in Part II. Provide data for your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Value of	Fiscal years ended--		
	_____	_____	_____
Assets associated with the production, warehousing, and sale of product:			
1. Current assets:			
A. Cash and equivalents			
B. Accounts receivable, net			
C. Inventories			
D. Short-term investments			
E. Prepaid expenses			
F. Property held for resale			
G. Other (describe_____)			
H. Total current assets (lines 1.A. through 1.G.)			
2. Notes receivable			
3. Long-term investments			
4. Property, plant, and equipment			
A. Original cost of property, plant, and equipment			
B. Less: accumulated depreciation			
C. Equals: Book value of property, plant, and equipment			
5. Goodwill			
6. Other (describe_____)			
7. Other (describe_____)			
8. Total assets (lines 1.H., 2, 3, 4.C., 5, 6, and 7)			

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Selam Legesse (202-205-3493).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No. E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2001-December 2003:

Product 1.--API 5L B welded pipe, 4 inch nominal size (4.5 inch outside diameter), plain end with wall thickness of 0.237 inch.

Product 2.--API 5L B welded pipe, 8 inch nominal size (8 5/8 inch outside diameter), plain end with wall thickness of 0.250 inch

Product 3.--API 5L B welded pipe, 12 inch nominal size (12.75 inch outside diameter), plain end with wall thickness of 0.375 inch.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-A.--PRICE DATA--Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm to unrelated U.S. customers.

Product 1 ☐ Product 2 ☐ Product 3 ☐

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-February ³		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: 		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. ³ Please indicate the extent to which the data reported for January-February 2004 include raw material surcharges: 		

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-B.--PRICE-RELATED QUESTIONS**

- IV-B-1. Please describe how your firm determines the prices that it charges for sales of line pipe (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- IV-B-3. What are your firm's typical sales terms for its U.S.-produced line pipe (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic line pipe usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

- IV-B-4. Approximately what share of your firm's sales of its U.S.-produced line pipe in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

- IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced line pipe?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of line pipe that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's line pipe?

- ☐ Northeast ☐ Mid-Atlantic ☐ Midwest ☐ Southeast
☐ Southwest ☐ Rocky Mountains ☐ West Coast ☐ Northwest
☐ National ☐ Other (describe) _____

IV-B-10. Describe the end uses of the line pipe that you manufacture. For each end-use product, what percentage of the total cost is accounted for by line pipe?

<u>End use</u>	<u>Share of total cost accounted for by line pipe (percent)</u>
_____	_____
_____	_____

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-11. (a) Please list in order of importance any products that may be substituted for line pipe.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for line pipe?

☐ No ☐ Yes--To what degree do changes in their prices affect the price for line pipe? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of line pipe or final end use?

IV-B-12. How has the demand within the United States (and outside the United States if known) for line pipe changed since January 1, 2001? What principal factors affect changes in demand?

☐ Increased ☐ Unchanged ☐ Decreased

IV-B-13. Have there been any significant changes in the product range or marketing of line pipe since January 1, 2001?

☐ No ☐ Yes--Please describe.

IV-B-14. Does your firm sell line pipe over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of line pipe in 2003 accounted for by internet sales.

¹ For any country-pair producing line pipe which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for line pipe during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of line pipe that each of these customers accounted for in 2003.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made **AFTER** the filing of the petition.)

Since January 1, 2001: To avoid losing sales to competitors selling line pipe from **China, Mexico, or Korea**, did your firm:

Reduce prices ☐ Yes ☐ No

Roll back announced price increases ☐ Yes ☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your initial price quotation

Quantity involved

Your initial **rejected** price quotation (total delivered value)

Your **accepted** price quotation (total delivered value)

The country of origin of the competing imported product

The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>short tons</i>)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Country of origin	Competing import price (total value-- dollars)

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made **AFTER** the filing of the petition.)

Since January 1, 2001: Did your firm lose sales of line pipe to imports of these products from **China, Mexico, or Korea?**

☐ Yes

☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your price quotation

Quantity involved

Your rejected price quotation (total delivered value)

The country of origin of the competing imported product

The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (short tons)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)

PART V.--STANDARD PIPE--TRADE AND RELATED INFORMATION

V-1. **COMPARABILITY OF STANDARD PIPE AND LINE PIPE.**--Since January 1, 2001, has your firm produced **standard pipe**?

☐ No

☐ Yes--Please describe the differences and similarities between standard pipe and line pipe with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:
